

September 14, 2023



Maryland

GOVERNOR'S OFFICE
OF SMALL, MINORITY & WOMEN
BUSINESS AFFAIRS

Ready, Set, GROW!

**PROCUREMENT
CONNECTIONS WORKSHOP**

Welcome!



Collaborating Partner

Live!

CASINO • HOTEL[®]

MARYLAND

Thank You!





Leave No One Behind



Congratulations!

Citation Honorees



HONOREE



Maria Pilar Rodriguez

President/CEO

<https://mprtranslations.com/>





HONOREE



Michael Davis

Owner

<http://www.magothytech.com/>





HONOREES



**Gregory B. Maddox
Brenda Maddox Jeffers
Wayne L. Maddox
Lisa Maddox Jordan**

Owners

<https://www.timeprinters.com/>





Maryland

GOVERNOR'S OFFICE
OF SMALL, MINORITY & WOMEN
BUSINESS AFFAIRS

Procurement Overview

www.gomdsmallbiz.maryland.gov



Nichelle Johnson
Minority Business Enterprise
Compliance Manager

Governor's Office of Small, Minority & Women Business Affairs

- Oversight, monitoring, and compliance of three socioeconomic procurement programs across 70 state agencies/departments
 - Small Business Reserve (SBR) Program
 - Minority Business Enterprise (MBE) Program
 - Veteran-Owned Small Business Enterprise (VSBE) Program
 - Report SBR, MBE & VSBE fiscal year performance
- Conduct statewide outreach and training programs
 - T.I.P.S. (*Training & Insights for Procurement Success*) Webinar Series
 - Ready, Set, GROW! Procurement Connections webinars and workshops
 - Small Biz Resource Connections
- Curate online resources for small business growth and development
 - State of Maryland's Procurement Forecast

<https://goMDsmallbiz.maryland.gov>

Socioeconomic Procurement Programs

Small Business Reserve (SBR) Program

- Prime contracting program
- 15% set-aside
- Race and gender neutral
- State-defined small business eligibility standards apply
- Online certification process (eMMA)
- Annual renewal

Minority Business Enterprise (MBE) Program

- Subcontracting program
- 29% aspirational goal
- Race and gender specific
- Application-based certification process
- Annual renewal

Veteran-Owned Small Business Enterprise (VSBE) Program

- Subcontracting program
- 1% aspirational goal
- Online certification process (eMMA) includes **verification** of veteran status
- Annual renewal

MBEs and VSBEs are encouraged to perform as a prime contractor.

All 3 programs have annual renewal requirements.

Procurement



The act of obtaining or buying goods or services through a process that includes preparation, processing, selection, compliance, and approval of payments.

Open and Transparent Process

State Finance and Procurement Articles

<https://mgaleg.maryland.gov/mgawebsite/Laws/Statutes>

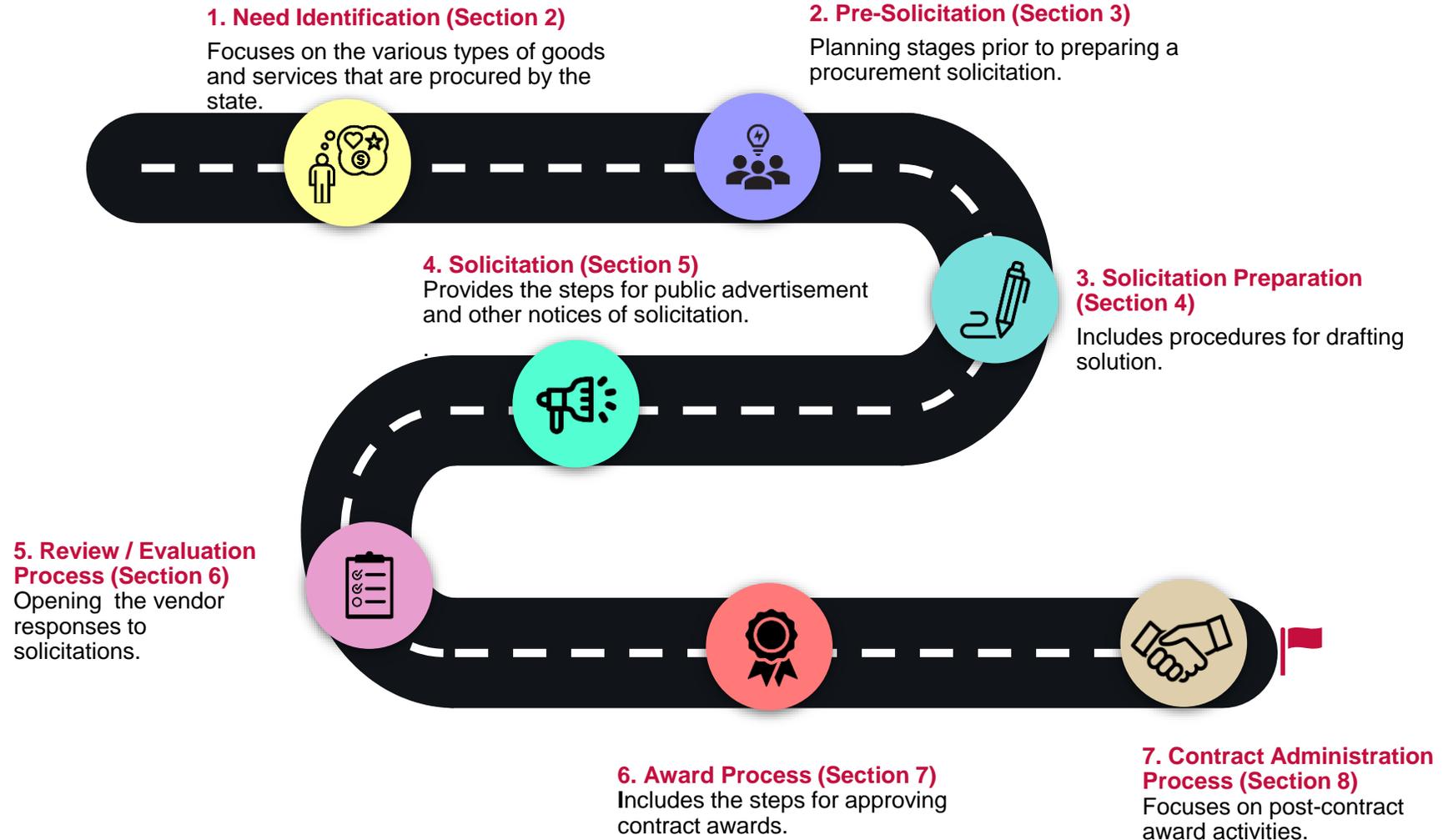
Code of Maryland Regulations (COMAR)

<https://dsd.maryland.gov/Pages/COMARHome.aspx>

Title 21- State Procurement Regulations

State of Maryland Procurement Manual

Procurement Process



Competitive Procurement Methods

Competitive Sealed Bids (CSB) Invitation for Bids (IFB)

- Seeking a price for known goods/services
- The solicitation is typically a straight-forward and well- defined
- Commonly used to purchase supplies, capital equipment or construction work
- Typically, not used for complex purchases

The award is based on minimum qualifications and bid price.

Competitive Sealed Proposals (CSP)

Request for Proposals (RFP)

- Seeking a solution for known problem with unknown goods/services
- Designed to help the contracting officer understand the various proposed methods and approaches that can be used to meet the requirements outlined in the solicitation
- Multi-step process, commonly used for complex purchases

The award is based on technical proposal and price (best value).

Late submissions are NOT allowed.

eMaryland Marketplace Advantage

The State of Maryland's internet-based eProcurement tool that facilitates an open and transparent procurement process.

No cost to register as a vendor.

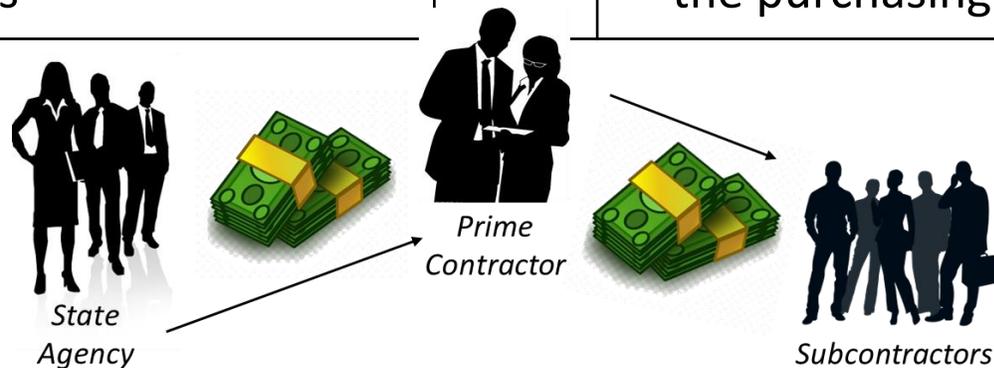
Posting Requirements:

- Solicitation Advertisements >\$15,000
- Contract Awards >\$50,000



Vendor Roles

Prime Contractor		Subcontractor
<ul style="list-style-type: none"> • Legal contract with the state organization 		<ul style="list-style-type: none"> • Legal contract with the prime contractor
<ul style="list-style-type: none"> • Responds to requests from state organization • Follows state regulations and procedures for contracting 		<ul style="list-style-type: none"> • Builds relationships with prime contractors • Responds to requests from prime contractors
<ul style="list-style-type: none"> • Builds relationships with MBE and VSBE subcontractors • Chooses MBE and/or VSBE subcontractors 		<ul style="list-style-type: none"> • Follows prime contractor's policies and procedures • Verify payments from prime with the purchasing unit



Key Differentiators of Maryland's Public Procurement

- All vendors receiving a contract award from the State must be in good standing with the Maryland Department of Assessments and Taxation
- Competition is an integral part of public procurement; we actively seek multiple bidders/offerors
- eMaryland Marketplace Advantage (eMMA) is our online public bid board
 - All solicitations over \$15,000 must be published on eMMA
 - All awards over \$50,000 must be published on eMMA
- All purchasing units conduct a Procurement Review Group (PRG) to analyze each qualifying contract for potential:
 - SBR designation
 - MBE subcontracting goals and subgoals
 - VSBE subcontracting goals
- The Board of Public Works approves all contracts \$200,000 and above before the final “Notice to Proceed” can be awarded

Key Differentiators

- Qualifying solicitations between \$50,000 - \$500,000 are automatically designated to the SBR Program
- There is no cap on SBR designated solicitations; the value may exceed \$500,000
- SBR designated solicitations may include MBE and VSBE goals
- Minority, women, and veteran-owned firms are encouraged to join the SBR Program
 - *Online certification process can be completed in 1 day*

Key Differentiators of Maryland's Socioeconomic Procurement Programs

1. Contracts over \$100,000 are evaluated for MBE and VSBE inclusion
2. Purchasing unit must conduct a pre-bid meeting for all solicitations that include an MBE and/or VSBE goal
3. Prime contractor must name the MBEs and/or VSBE subcontractors in the bid/solicitation
4. MBE and VSBE subcontractors are required to submit payment reports directly to the purchasing unit
5. MBEs and VSBEs cannot be removed by the prime without written consent from the agency head

Key Differentiators

- MBEs and VSBEs are encouraged to perform at the prime contractor level
- MBEs with dual certification can meet multiple subgoals on the same contract
- VSBEs with MBE certification can fulfill both subcontracting goals on the same contract
- There is no cost to receive or maintain SBR, MBE, or VSBE certifications
- Firms are encouraged to obtain certification in each program for which they qualify
- SBR, MBE & VSBE Liaisons are positioned in every participating agency
 - Liaisons report directly to a senior official
 - Liaisons participate on the Procurement Review Group
 - Liaisons assist with resolving issues between the prime and the SBR, MBE or VSBE vendor
 - The liaison directory is published online

Mining the Pipeline



Data mining is the process of finding and extracting usable data from a larger data set to identify patterns and correlations.

The information can be used to increase revenue, cut costs, improve customer relationships, reduce risk, and more.



What Are You Looking For?



Prime Contractors

- Competitors
- Pricing
- Contracting cycles
- Purchasing units
- Purchasing officers



Subcontractors

- Primes who win state contracts
- Contracting cycles
- Socioeconomic program inclusion
- Purchasing units

Pipeline

eMaryland
Marketplace
Advantage

Procurement
Forecast

Board of Public
Works
Documents

Governor's Office of Small, Minority &
Women
Business Affairs
FY2022 Annual
Report

Online Resources

GOVERNOR'S OFFICE OF Small, Minority & Women Business Affairs

GOVERNOR'S COORDINATING OFFICES HOME

Quick Links

- About Us
- Legislation and Policy
- Outreach
- News
- Reports**
- Contact Us
- Recent

SBR PROGRAM REPORTING TOOLKIT

MBE PROGRAM REPORTING TOOLKIT

VSBE PROGRAM REPORTING TOOLKIT

Maryland
GOVERNOR'S OFFICE OF SMALL, MINORITY & WOMEN BUSINESS AFFAIRS
goMDsmallbiz.maryland.gov

T.I.P.S. Webinar Series

Training & Insights for Procurement Success

#goMDsmallbiz

Join our free webinar series and learn how to navigate procurement processes.

Attention SBR & VSBE Vendors
If you are experiencing problems with certification or recertification in eMMA, call us for assistance at 410-697-9600.

TOP WEBSITE PICKS

- State of Maryland Disparity Study
- Expanding Opportunities Magazine
- eMaryland Marketplace Advantage (eMMA)
- Maryland Financial Incentives for Businesses
- Maryland Business Express
- Maryland Entrepreneur Hub
- SBR Liaisons
- MBE Liaisons
- VSBE Liaisons
- MBE Rights & Responsibilities
- FY2021 Customer Service Annual Report

PUBLIC DATA MINING STRATEGIES

eMaryland Marketplace Advantage (eMMA)

- Video
- Slide Deck

Procurement Forecast

- Video
- Slide Deck

Board of Public Works

- Video
- Slide Deck

Communicating with Confidence

- Video
- Slide Deck



Maryland

GOVERNOR'S OFFICE
OF SMALL, MINORITY & WOMEN
BUSINESS AFFAIRS

September 14, 2023



Lisa Mitchell Sennaar

Small Business Reserve
Compliance Manager

lisa.sennaar@maryland.gov

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GOVERNOR'S OFFICE
OF SMALL, MINORITY & WOMEN
BUSINESS AFFAIRS

September 14, 2023

Agency Participation Glance

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BUSINESS AFFAIRS

September 14, 2023

Agency Participation Glance

Mining Public Data



<https://gomdsmallbiz.maryland.gov/Pages/Ready-Set-GROW.aspx>



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GOVERNOR'S OFFICE
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September 14, 2023

Agency Participation Glance

- How much do they spend with SBR, MBE and VSBE vendors?
- Who can you contact?
- What do they buy?
- When will they buy?

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DEPARTMENT OF
GENERAL SERVICES

dgs.maryland.gov

FY2022 Spend

SBR - \$9,119,329

MBE - \$71,209,267

VSBE - \$9,124,130

September 14, 2023

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DEPARTMENT OF
GENERAL SERVICES

dgs.maryland.gov

MBE/SBR/VSBE Liaisons

MBE/SBR/VSBE Liaisons

Sean A. Stinnett

MBE/VSBE/SBR Liaison &

MBE/VSBE Compliance Supervisor

Office: 410-767-4530 / Cell: 410-404-0065

Sean.Stinnett1@maryland.gov

Procurement Officer

Visit the DGS table for a full list!

September 14, 2023

www.goMDsmallbiz.maryland.gov

Standard & Pipeline Purchases

Construction	Facilities Maintenance	Commodities	Information Technology	Professional Services
<ul style="list-style-type: none"> ▪ Architectural & Engineering ▪ General Contractors ▪ Trade Contractors ▪ Roofing ▪ Building Envelope ▪ HVAC ▪ Electrical ▪ Plumbing ▪ Paving 	<ul style="list-style-type: none"> ▪ Janitorial Services ▪ Security Guard Services ▪ Comprehensive Building Management ▪ Pest Control ▪ Elevator Maintenance ▪ Fire Alarm/Sprinkler System Inspection/Maintenance ▪ Window Washing ▪ Landscaping 	<ul style="list-style-type: none"> ▪ Vehicles & Vehicle Parts ▪ Uniforms & Clothing ▪ Law Enforcement Supplies ▪ Fish & Fish Food ▪ Road Salt ▪ Lab Supplies & Equipment ▪ Food & Beverages ▪ Medical Supplies & Equipment ▪ Office Supplies 	<ul style="list-style-type: none"> ▪ Consulting & Technical Services (CATS) ▪ Hardware and Associated Equipment and Services ▪ Commercial Off-the-Shelf Software (COTS) ▪ Desktop, Laptop, and Tablet 	<ul style="list-style-type: none"> ▪ Audit Services ▪ Job Recruitment Advertising ▪ Statewide Fleet Maintenance and Repair Services ▪ Foreign Language Interpretation/Translation ▪ Travel Services
			See IT Master Contracts page	See Professional Services page

Formal Procurements

\$50,000+ at the state level

Current Opportunities on eMMA

eMMA ID	Buyer	Description	MBE/SBR/VSBE Designation	Bid Opening Date
BPM036502	Jessica Matos	Construction - MD Dept. of Emergency Mgmt. Headquarters Expansion	VSBE - 5% MBE - 22%	12/31/2023
BPM039222	Christy Johannesen	Real Estate - Office Space Lease		8/30/2023
BPM039601	James Alston	Replace Garage Doors at Rocky Gap Veterans Cemetery	SBR Only	8/31/2023
BPM038323	Matthew Smith	Statewide Consigned Fuel Supply & Maintenance Services	MBE – 25%	10/10/2023
BPM036949	Emmanuel Smith	Cable and Wiring Outside Plant Installation, Relocation, Preventative Fiber Optic and Communications Cable	SBR Only MBE – 15%	8/2/2023
BPM039246	Marsha Rowe	Expansion and Renovation at The Jefferson Patterson Park and Museum	MBE – 20% VSBE – 1%	8/31/2023



Maryland
Transportation
Authority

September 14, 2023

FY2022 Spend

SBR - \$26,015,971

MBE - \$92,635,045

VSBE - \$4,971,770

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Maryland
Transportation
Authority

MBE/SBR/VSBE Liaisons

MBE/SBR/VSBE Liaison

Tia Rattini
Director of Civil Rights & Fair Practices
410-537-1025
trattini@mdta.state.md.us

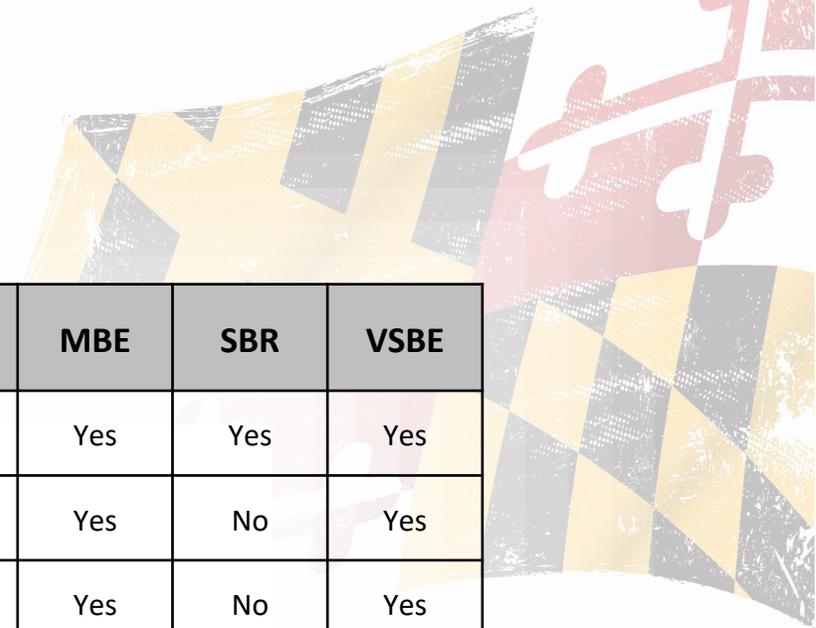
Division of Procurement

Donna DiCerbo
Director of Procurement
410-537-7814
ddicerbo@mdta.state.md.us

September 14, 2023

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Formal Procurements

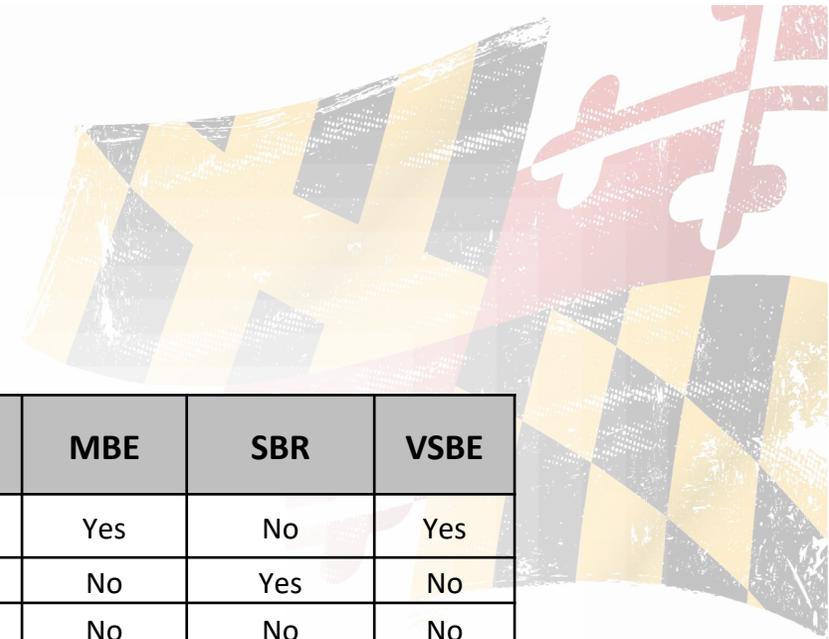


Contract No.	Construction Project Description	Anticipated Advertisement Date	MBE	SBR	VSBE
KB-3007-0000R	Police Headquarters Building Envelope Renovations	Spring 2023	Yes	Yes	Yes
KB-3005-0000	I-695 Subgrade Improvements at Bear Creek	Spring 2023	Yes	No	Yes
HT-3018-0000	Resurfacing North and South of BHT	Spring 2023	Yes	No	Yes
KH-3040-0000	MD 24 NB Auxiliary Lane - MD 924 through Singer Road Intersection	Spring 2023	Yes	No	Yes
MR-3030-0000	Environmental On-Call Phase IV	Spring 2023	Yes	No	Yes
MA-3017-0000	Radio Rebroadcast and Radiax in BHT & FMT	Summer 2023	Yes	No	Yes
HB-3001-0000	Cleaning and Painting of the Hatem Bridge	Summer 2023	Yes	TBD	TBD
KH-3020-0000	I-95 ETL NBE - MD 24 to Bynum Run	Summer 2023	TBD	TBD	TBD
MR-3020-0000	On-Call Facility/Building Repairs	Summer 2023	TBD	TBD	TBD
HT-3014-0000	I-895 All-Electronic Tolling Conversion – Design/Build	Summer 2023	Yes	No	Yes
MA-3018-0000R	Drainage Rehabilitation - Phase III - Outfalls	Summer 2023	TBD	TBD	TBD
FT-3020-000R	Area-Wide Rehabilitation of FMT Lighting	Winter 2023	TBD	TBD	TBD

A/E Procurements

Contract No.	A&E Project Description	Anticipated Advertisement Date	MBE	SBR	VSBE
2019-02 B	SBR Comprehensive Building and Facility Engineering and Consulting Services	Fall 2023	Yes	Yes	Yes
2022-01 A	Comprehensive Project Planning and Miscellaneous Consultant Services (Federal DBE)	Summer 2023	No	No	No
2022-02 B	SBR Construction Management and Inspection (CMI) Services	Summer 2023	Yes	Yes	Yes
2022-03 A	Comprehensive Traffic Engineering Services	Summer 2023	TBD	TBD	TBD
2022-01 B	SBR Comprehensive Project Planning and Miscellaneous Consultant Services	Summer 2023	No	Yes	No
2022-04 A	Comprehensive Operational Asset Management & Support Services	Summer 2023	Yes	No	Yes
2022-05 A	Asset Management Program Support Services	Summer 2023	TBD	TBD	TBD
2022-04 B	SBR Comprehensive Operational Asset Management & Support Services	Fall 2023	TBD	TBD	TBD

Services, Maintenance and IT Procurements and Commodities



Contract No.	Services and Maintenance - Project Description	Anticipated Advertisement Date	MBE	SBR	VSBE
SV-3109-0000	Debt Collection Services for Out of State Tolls and Violations RFP	Summer 2023	Yes	No	Yes
MT-00210792	Janitorial Services – White Marsh	Summer 2023	No	Yes	No
MT-3138-0000	Generator Maintenance	Spring 2023	No	No	No
Contract No.	IT-Project Description	Anticipated Advertisement Date	MBE	SBR	VSBE
J01P46000002	HP Synergy Servers	Summer 2023	N/A	Yes	N/A
TBD	Adobe Licenses Maintenance	Summer 2023	N/A	No	N/A
Contract No.	Commodities-Project Description	Anticipated Advertisement Date	MBE	SBR	VSBE
TBD	In-Car Digital Video and Bodycam Request For Information	Fall 2023	N/A	No	N/A



FY2022 Spend

SBR - \$27,784,278

MBE - \$40,721,216

VSBE - \$644,617

September 14, 2023

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MBE/SBR/VSBE Liaisons

MBE/SBR/VSBE Liaisons

Chanda Miller

SBR Liaison

(443) 257-6493

chanda.miller2@maryland.gov

Procurement Director

Nneka Willis-Gray

Director, Procurement

(443) 767-7675

nneka.willisgray@maryland.gov

September 14, 2023

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Standard & Pipeline Purchases

- Office Supplies/ Equipment and Furniture
- Promotional Items (i.e. cups, pens, t-shirts, rulers, sewing kits)
- Dry cleaning Services
- Catering Services
- Maintenance Supplies
- Maintenance Services (Pest Control Services/ Janitorial Services/ Locksmith)
- Residential Childcare Services
- Job Readiness and Employment Services
- Venues to host training, workshops, award ceremonies, etc.
- Fleet Washing Services
- IT Software and Hardware
- Workforce Development for Temporary Cash Assistance (TCA) and Supplemental Nutrition Assistance Program (SNAP)

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Formal Procurements

\$50,000+ at the state level

Current Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
BPM039019/ OS-CSC-22-001-S	Sang Kang	Customer Call Center	MBE 25%; VSBE 1%	September 22, 2023
BPM038856/ CSA/PR-24-001-S	Sang Kang	Customer Call Center	MBE 25%; VSBE 1%	October 6, 2023
CSA/SDU-24-001-S	Rufus Berry	Maryland State Disbursement Unit Services	MBE 25%; VSBE 5%	2 nd Quarter
OTHS/EBT-23-017-S	TBD	Electronic Benefits Transfer System	MBE 8%; VSBE 7%	2 nd Quarter



FY2022 Spend

SBR - \$12,337,784

MBE - \$11,882,770

September 14, 2023

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MBE/SBR/VSBE Liaisons

Maryland State Department of Education MBE/SBR/VSBE Liaisons

Nicole Bohanan
Manager of Minority, Small WOSB Program Compliance & Reporting
410.767.0203
nicole.bohanan2@maryland.gov

Procurement Officer

Jenna Meini, CMPO
Director, Office of Procurement and Contract Management
O: (410) 767-0008
C: (443) 610-1493
Jenna.Meini1@maryland.gov

Aaron Peterson
Business Services Coordinator
Office of Procurement and Contract Management
O: (410) 767-8697
C: (205) 737-2877
aaron.peterson@maryland.gov

September 14, 2023

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Formal Procurements

\$50,000+ at the state level

Current Opportunities

Contract Name	Designation	Procurement Officer	Procurement Officer Email
Food is Safe	30% MBE 10% VSBE	Frank Conaway III Yesenia Jarrett	frank.conaway1@maryland.gov yesenia.jarrett@maryland.gov
IT Staffing Services for Accessibly	SBR	kenyatta.decosta	kenyatta.decosta@maryland.gov
MCAP Content Development English, Math, Science & Social Studies	SBR	Jenna Meinl	Jenna.Meinl1@maryland.gov
Legal Services for DORS	SBR	Adrain Pulliam-Smith	adrain.pulliam-smith@maryland.gov
Maryland School Mental Health Program	goal TBD	Edna Williams-Wicker	edna.williams-wicker@maryland.gov
Snow Removal for DORS	SBR	Yesenia Jarrett	yesenia.jarrett@maryland.gov
Parent Portal IT- Services	10% MBE Goal	Aaron Peterson	aaron.peterson@maryland.gov
Info-cast Emergency Alert System	goal TBD	Brittany Owens	brittany.owens@maryland.gov

Standard & Pipeline Purchases

Description	Est total	Terms
• Educational Testing Services (ETS)	\$10,000,00 to \$20,000.00	2-3 years
• IT services	\$1,000,00 to \$5,000,000	2-3 years
• Auditing Services	\$100,000 to \$500,000	4-5 years
• Educational Consulting	\$10,000.00 to \$20,000.00	1-2 years
• Courier Services	\$100,000 to \$500,000	1-2 years
• Survey and data collections services	\$1,000,00 to \$5,000,000	3-4 years
• Educational Support	\$1,000,00 to \$5,000.00	1-2 years
• Interpreting Services	\$1,000.00 to \$5,000.00	2-3 years
• Mental Health Services	\$50,000.00 to \$200,000.00	3-5 years
• Annual Conferences	\$50,000.00 to \$100,000.00	Annual



FY2022 Spend

SBR - \$468,561

MBE - \$361,156

VSBE - \$57,702

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MBE/SBR/VSBE Liaisons

MBE/SBR/VSBE Liaisons

Tammy Longan
Acting Deputy Commissioner
(410) 468-2462 (Office)
tammy.longan@maryland.gov

Procurement Officer

Procurement Officer
(410) 468-2374

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Standard & Pipeline Purchases

- Technology
 - Hardware & Software
 - Annual Licenses
 - WebEx Services
 - Domain Security Certificates
 - Licenses & Subscriptions
 - Training
- Services
 - Consulting
 - Auditing - Every 5 Years
 - Surveys

Formal Procurements

\$50,000+ at the state level

Current Opportunities

Product	Description	Amount
Microsoft Enterprise Software License	Includes Windows 10, Microsoft Office 2016, SQL Server 2016, MS Visio, MS Projects with SA and Office 365	\$80,000
Microsoft Dynamics	Annual Licenses	\$70,000
Cisco SmartNET	Annual Warranty and Support for Cisco Network Infrastructure	\$70,000
Sybase DBMS and Encryption Software	Data Base management software used by Enterprises System	\$65,000
Cisco VOIP Maintenance	VOIP Maintenance Subscription - 3 years	\$120,000
Lexis Nexis-Law Books	Law Book Publications & Updates	\$85,000
EMC Unity Prod & DR	Unity Data Devices	\$60,000

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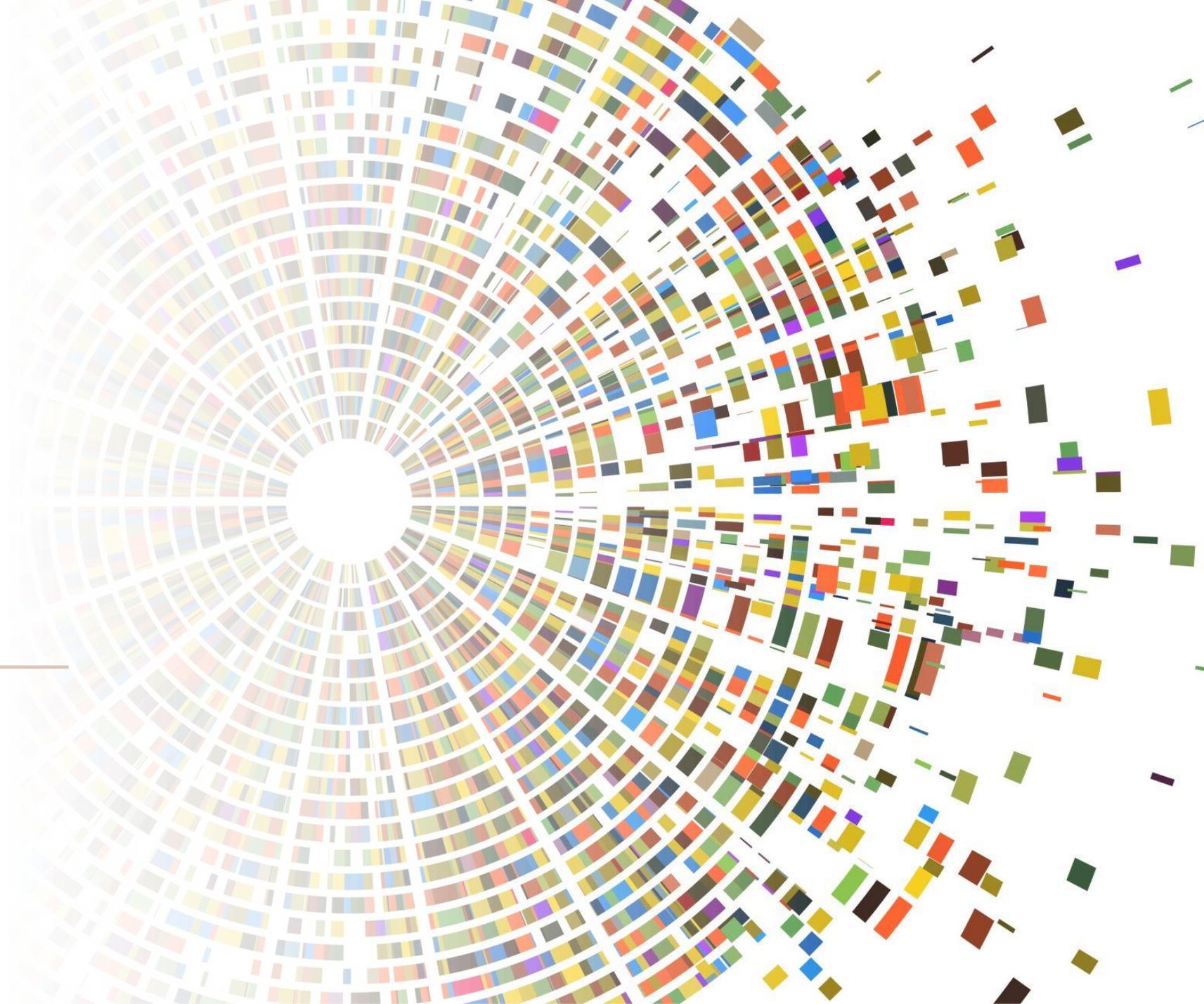
Standard & Pipeline Purchases

- * IT Software & Maintenance
- * IT Hardware & Maintenance
- * IT Consulting
- * Financial Examination & Auditing Services - Every 5 Years
- * Insurance Related Consulting Services
- * Producer Licensing Examination and Pre-Licensing Services - Every 5 Years

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Full List of Participating Agency Slides





DEPARTMENT OF
GENERAL SERVICES

dgs.maryland.gov

MBE/SBR/VSBE Liaisons

MBE/SBR/VSBE Liaisons

Sean A. Stinnett

MBE/VSBE/SBR Liaison &

MBE/VSBE Compliance Supervisor

Office: 410-767-4530 / Cell: 410-404-0065

Sean.Stinnett1@maryland.gov

Procurement Officer

Visit the DGS table for a full list!

September 14, 2023

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Formal Procurements

\$50,000+ at the state level

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BPM036949	Emmanuel Smith	Cable and Wiring Outside Plant Installation, Relocation, Preventative Fiber Optic and Communications Cable	SBR Only MBE - 15%	8/2/2023
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Standard & Pipeline Purchases

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			<p style="text-align: center;">See IT Master Contracts page</p>	<p style="text-align: center;">See Professional Services page</p>



MBE/SBR/VSBE Liaisons

MBE/SBR/VSBE Liaisons

Chanda Miller

SBR Liaison

(443) 257-6493

chanda.miller2@maryland.gov

Procurement Director

Nneka Willis-Gray

Director, Procurement

(443) 767-7675

nneka.willisgray@maryland.gov

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Formal Procurements

\$50,000+ at the state level

Current Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
BPM039019/ OS-CSC-22-001-S	Sang Kang	Customer Call Center	MBE 25%; VSBE 1%	September 22, 2023
BPM038856/ CSA/PR-24-001-S	Sang Kang	Customer Call Center	MBE 25%; VSBE 1%	October 6, 2023
CSA/SDU-24-001-S	Rufus Berry	Maryland State Disbursement Unit Services	MBE 25%; VSBE 5%	2 nd Quarter
OTHS/EBT-23-017-S	TBD	Electronic Benefits Transfer System	MBE 8%; VSBE 7%	2 nd Quarter

Standard & Pipeline Purchases

- Office Supplies/ Equipment and Furniture
- Promotional Items (i.e. cups, pens, t-shirts, rulers, sewing kits)
- Dry cleaning Services
- Catering Services
- Maintenance Supplies
- Maintenance Services (Pest Control Services/ Janitorial Services/ Locksmith)
- Residential Childcare Services
- Job Readiness and Employment Services
- Venues to host training, workshops, award ceremonies, etc.
- Fleet Washing Services
- IT Software and Hardware
- Workforce Development for Temporary Cash Assistance (TCA) and Supplemental Nutrition Assistance Program (SNAP)



MBE/SBR/VSBE Liaisons

MBE/SBR/VSBE Liaisons

Janelle Robinson

MBE Liaison

410-767-3148

janelle.Robinson@maryland.gov

Procurement Officer

Calvin Johnson

Chief Procurement Officer

410-767-8216

calvin.johnson@maryland.gov

September 14, 2023

www.goMDsmallbiz.maryland.gov

Formal Procurements

\$50,000+ at the state level

Current Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
BPM039329	Rodney Spence	Developmental Disabilities Administration Forensic Services	No	9/30/2023
BPM039613	Augustus Woyah	Patient Navigation in Clinical Settings to Increase Cancer Screening in Maryland	SBR Designated	9/21/2023
BPM039610	Augustus Woyah	Coordination and Provision of Community Services to Reduce Sexual Violence	SBR Designated	9/21/2023
BPM039612	Augustus Woyah	Clinical Linkages to Increase Breast and Cervical Cancer Screening in Maryland	SBR Designated	9/21/2023

Standard & Pipeline Purchases

- Promotional Items
- Medical/Rehab Supplies
- Tobacco Cessation Toolkits
- Media Buys
- Laboratory Staffing Services
- Health Consultant Services
- Appraisal Services
- Printing Services
- Mailroom/Courier Services
- Call Center Staff
- Springfield Hospital Center Nutritional Services
- MD Perinatal Support Program
- Laboratory Administration Courier Services
- Youth Risk Tobacco Survey
- DDA Targeted Case Management Training



DEPARTMENT OF HOUSING
AND COMMUNITY DEVELOPMENT

September 14, 2023

MBE/SBR/VSBE Liaisons

MBE/SBR/VSBE Liaison

Jacquetta Wright
Socioeconomic Programs Manager
(301) 429-7442
Jacquetta.Wright@Maryland.gov

Procurement Officer

Amanda Sadler
Procurement Director
(301) 429-7780
Email: amanda.sadler@maryland.gov

www.goMDsmallbiz.maryland.gov

Formal Procurements

\$50,000+ at the state level

Current Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Closing Date
BPM039178	Julian Johns	Office Suite Software	SBR Designated	8/31/2023
Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
BPM039181	Julian Johns	Computer Hardware Maintenance Support	SBR Designated	8/30/2023

Standard & Pipeline Purchases

Real Estate Services

Auctioneering Services

Auditing Services

Call Center Services

Marketing Services

Media Buying Services

Physical Site Inspection Services

Real Estate Appraisal Services

Temporary Financial Staffing Services

Energy Consultant Services

Office Furniture

Weatherization Services

Marketing Services

Digital Marketing Services

Media Buying Services

Financial Advisory Services

Construction Management Services



Maryland Department of Labor

MBE/SBR/VSBE Liaisons

Allan Robinson
MBE/SBR/VSBE Liaison
410-230-6243
allan.robinson@maryland.gov

Procurement Officer

Raelene Glasgow
Chief of Procurement
410-767-7050
raelene.glasgow3@maryland.gov

September 14, 2023

www.goMDsmallbiz.maryland.gov

Formal Procurements

\$50,000+ at the state level

Current Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
Pending	Sean Watson	Construction services for office space	SBR	Pending
Pending	Sean Watson	Electrical services for the completion of office space	SBR	Pending
Pending	Regina Gachuhi	LABOR seeks psychologists and social workers for MD Correctional Facilities	MBE	Pending

Standard & Pipeline Purchases

- **Laboratory Testing Service**
- **Licensing Exam Testing Service**
- **Veterinary Services**
- **IT Software & Hardware Maintenance**
- **IT Equipment**
- **IT Services (**
- **HVAC Maintenance**
- **Snow Removal**
- **Landscaping**
- **Promotional Items**



Important Contacts

MBE/SBR/VSBE Liaison

Shawana Overby-Blackston

MBE Manager

443-846-1425

Shawana.Overby-Blackston@Maryland.gov

Office of Procurement

Joh Sedtal

Procurement Director

443-469-5864

Joseph.Sedtal@Maryland.gov

September 14, 2023

www.goMDsmallbiz.maryland.gov

Formal Procurements

\$50,000+ at the state level

Pipeline Opportunities

Buyer	Description	Estimated Value
Dyvor Gibson Dyvor.Gibson2@Maryland.gov	ASL Interpreter Services	\$1,000,000 to \$3,000,000
Jatavia Shittu Jatavia.Shittu@Maryland.gov	Food Exhaust Hood Cleaning Services for the Jessup Region	\$500,000 to \$1,000,000
Antoinette Coast Antoinettee.Coast@Maryland.gov	CyberArk Privileged Access Management	\$100,000 to \$500,000
Art Petersen Arthur.Petersen@Maryland.gov	IBM 2828 Mainframe Hardware Maintenance	\$100,000 to \$500,000
Debbie Pecora Debbie.Pecora1@Maryland.gov	Chaplain Services	\$50,000 to \$100,000
Art Petersen Arthur.Petersen@Maryland.gov	Cisco System Network Upgrade	\$50,000 to \$100,000
Jatavia Shittu Jatavia.Shittu@Maryland.gov	Resurfacing JCI Inmate Gym Floor	\$50,000 to \$100,000

Standard & Pipeline Purchases

Category I (\$0 - \$5,000)

On-Call Maintenance Services in the categories:

- Electrical Work
- Plumbing
- Mechanical
- HVAC
- Lock-Smith for Jail Cells
- Kitchen Appliances
- Walk-In Refrigerators
- IT equipment (laptops, etc)

Category II (\$5,001 - \$15,000)

- Sports Products
- Small Kitchen Appliances
- Court Reporters
- IT equipment

Category III (\$15,001 - \$50,000)

- Large Appliances – Washers and Dryers
- Pool Tables
- Minor Renovations Projects
- Pest Control Services
- Landscaping/ Grounds Keeping
- Temporary Staffing Services
- Interpreter Services
- Background Services
- IT equipment and Licenses



Maryland

Department of
the Environment

MBE/SBR/VSBE Liaisons

MBE/SBR/VSBE Liaisons

Amanda Hutchison
Small, Minority, Veteran-Owned Business Liaison
410-537-4274
Amanda.Hutchison@maryland.gov

Procurement Officers

Jacqueline Harrison
410-537-3079
Jacqueline.Harrison1@maryland.gov

Dinesh Gandhi
410-537-3872
Dinesh.Gandhi@maryland.gov

September 14, 2023

www.goMDsmallbiz.maryland.gov

Formal Procurements

\$50,000+ at the state level

Current Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
TBD	June Dwyer	Recycling Needs Assessment Study	35% MBE 7% VSBE <i>* Pending approval</i>	TBD – Anticipated in September

Standard & Pipeline Purchases

Items

- **High need** for cell phone accessories such as cases, screen protectors, and chargers (frequently purchased)
- **High need** for outerwear apparel such as rubber boots, steel toe boots, chest waders, gaiters, vests, gloves, etc.
- **High need** for audio/visual equipment such as camera tripods, video tripods, and other camera and video accessories
- Small purchases for items such as office supplies, environmentally - friendly cleaning products, industrial tools and supplies (nuts, bolts, washers, hinges, etc.), laptop bags, computer peripherals (mouse, monitor stands, etc.), and office furniture (metal filing cabinets, conference room tables, chairs, etc.)
- Laboratory supplies: laboratory gases (liquid nitrogen (LN₂) and gas nitrogen (N₂), Argon, Carbon Dioxide, Helium, Hydrogen), Ammonia, Nitrate, and turbidity meters, probes, and colorimeters

Services

- Laboratory services that analyze water, soil, air, and fish tissue samples
- Radioactive materials cataloging, transporting, and disposal
- Boat repair services
- Services in Western MD – Janitorial, landscaping, mine drainage and abatement (includes excavation, drilling, earth work, geotechnical engineering, etc.), helicopter rental services, hydrated lime, calcium oxide, liquid caustic soda products *and their delivery*



MBE/SBR/VSBE Liaisons

MBE/SBR/VSBE Liaisons

Timothy Barnes

Manager, MBE & SBR Programs

410-729-8513

tkbarnes@menv.com

Procurement Officer

Hattie Crosby

Chief, Procurement & Purchasing

410-729-8511

hcrosby@menv.com

September 14, 2023

www.goMDsmallbiz.maryland.gov

Current Opportunities

To go to MES Procurement Portal (Bonfire): <https://menv.bonfirehub.com/portal/>



Procurement Portal Maryland Environmental Service



Open Public Opportunities

Past Public Opportunities

My Opportunities

Search

Status	Ref. #	Project	Close Date	Days Left	Action
OPEN	1-24-2-01-5	Dorsey Run Advance Wastewater Treatment Plant (AWWTP) Centrifuge Project- 16% MBE Goal	Aug 25th 2023, 1:00 PM EDT	5	View Opportunity
OPEN	1-24-1-01-8	Maryland Environmental Service Compensation Study	Sep 8th 2023, 2:00 PM EDT	19	View Opportunity
OPEN	1-24-4-05-7	Landfill Gas Beneficial Use Brown Station Road Sanitary Landfill Prince George's County	Sep 18th 2023, 2:00 PM EDT	29	View Opportunity

Standard & Pipeline Purchases

MES frequently seeks services in the following areas:

- Architectural Engineering Services
- GIS Services
- Construction Related Services
- Heavy Equipment
- Hauling
- Laboratory Services
- Chemicals
- Temporary Labor
- Community Relations and Media
- Information Technology



September 14, 2023

MBE/SBR/VSBE Liaisons

MBE/SBR/VSBE Liaisons

Tammy Longan
Acting Deputy Commissioner
(410) 468-2462 (Office)
tammy.longan@maryland.gov

Procurement Officer

Procurement Officer
(410) 468-2374

www.goMDsmallbiz.maryland.gov

Formal Procurements

\$50,000+ at the state level

Current Opportunities

Product	Description	Amount
Microsoft Enterprise Software License	Includes Windows 10, Microsoft Office 2016, SQL Server 2016, MS Visio, MS Projects with SA and Office 365	\$80,000
Microsoft Dynamics	Annual Licenses	\$70,000
Cisco SmartNET	Annual Warranty and Support for Cisco Network Infrastructure	\$70,000
Sybase DBMS and Eryption Software	Data Base management software used by Enterprises System	\$65,000
Cisco VOIP Maintenance	VOIP Maintenance Subscription - 3 years	\$120,000
Lexis Nexis-Law Books	Law Book Publications & Updates	\$85,000
EMC Unity Prod & DR	Unity Data Devices	\$60,000

Formal Procurements

Recurring Procurements > \$50,000 at the state level

Current Opportunities

Product

IT Training

Nipper Studio

Symantec (Veritas) Backup Exec

SSL Cert: apps.insurance.maryland.gov

Zoom (FedRAMP Business 350G Named Host)

Dell R720 Servers Warranty

Description

Learner-IT Training for MIS

Audit Software for Firewall

Backup software & Linux Servers

Domain Security Certificate

Annual Qty 20, USD 3000 Account 190001749

Warranty on Servers 4XV36XI & 5XV36XI

Standard & Pipeline Purchases

- Technology
 - Hardware & Software
 - Annual Licenses
 - WebEx Services
 - Domain Security Certificates
 - Licenses & Subscriptions
 - Training
- Services
 - Consulting
 - Auditing
 - Surveys



MBE/SBR/VSBE Liaisons

MBE/SBR/VSBE Liaisons

Deniz Karatas
Grant Administration & Outreach Manager
443-370-1287
deniz.karatas@mdcourts.gov

Eliana Pangelinan
Procurement Officer Associate
410-260-1115
eliana.pangelinan@mdcourts.gov

Procurement Officer
Valerie L. Mitchell
Procurement Officer
410-260-3591
valerie.l.mitchell@mdcourts.gov

August 10, 2023

www.goMDsmallbiz.maryland.gov

Formal Procurements

\$50,000+ at the state level

Current Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
K24-0005-25	Maryland Judiciary AOC	Support the Supreme Court of Maryland Standing Committee's mandatory responsibilities regarding the pro bono reporting process and the work of local pro bono committees		Aug 25th 2023
K24-0030-29	Maryland Judiciary AOC	Financial Business/System Analyst		Sep 7th 2023

Standard & Pipeline Purchases

- Furniture
- IT Equipment (computers, printers, etc.)
 - IT Resources
 - Software
- PPE (hand sanitizer, gloves, antibacterial wipes)
 - Lodging
- Consultant Services
 - Storage Units
 - Janitorial Services
 - Minor Construction



MBE/SBR/VSBE Liaisons

MBE/SBR/VSBE Liaisons

Name: Roslyn Fuller

Title: MBE Liason

Phone: 410-230-8887

Email: roslyn.fuller@maryland.gov

Procurement Officer

Name: Andrew A Jackson III

Title: Procurement Officer

Phone: 410-230-8749

Email: andrew.jackson1@maryland.gov

September 14, 2023

www.goMDsmallbiz.maryland.gov

Formal Procurements

\$50,000+ at the state level

Current Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
BMP039717	William Sample	Pallet Jack	No	9/8/2023

Standard & Pipeline Purchases

- I.T. Equipment
- Promotional Items
 - Furniture
- Warehouse Equipment



MBE/SBR/VSBE Liaisons

Maryland State Department of Education MBE/SBR/VSBE Liaisons

Nicole Bohanan
Manager of Minority, Small WOSB Program Compliance & Reporting
410.767.0203
nicole.bohanan2@maryland.gov

Procurement Officer

Jenna Meini, CMPO
Director, Office of Procurement and Contract Management
O: (410) 767-0008
C: (443) 610-1493
Jenna.Meini1@maryland.gov

Aaron Peterson
Business Services Coordinator
Office of Procurement and Contract Management
O: (410) 767-8697
C: (205) 737-2877
aaron.peterson@maryland.gov

www.goMDsmallbiz.maryland.gov

September 14, 2023

Formal Procurements

\$50,000+ at the state level

Current Opportunities

Contract Name	Designation	Procurement Officer	Procurement Officer Email
Food is Safe	30% MBE 10% VSBE	Frank Conaway III Yesenia Jarrett	frank.conaway1@maryland.gov yesenia.jarrett@maryland.gov
IT Staffing Services for Accessibly	SBR	kenyatta.decosta	kenyatta.decosta@maryland.gov
MCAP Content Development English, Math, Science & Social Studies	SBR	Jenna Meinl	Jenna.Meinl1@maryland.gov
Legal Services for DORS	SBR	Adrain Pulliam-Smith	adrain.pulliam-smith@maryland.gov
Maryland School Mental Health Program	goal TBD	Edna Williams-Wicker	edna.williams-wicker@maryland.gov
Snow Removal for DORS	SBR	Yesenia Jarrett	yesenia.jarrett@maryland.gov
Parent Portal IT- Services	10% MBE Goal	Aaron Peterson	aaron.peterson@maryland.gov
Info-cast Emergency Alert System	goal TBD	Brittany Owens	brittany.owens@maryland.gov

Standard & Pipeline Purchases

Description	Est total	Terms
• Educational Testing Services (ETS)	\$10,000.00 to \$20,000.00	2-3 years
• IT services	\$1,000.00 to \$5,000,000	2-3 years
• Auditing Services	\$100,000 to \$500,000	4-5 years
• Educational Consulting	\$10,000.00 to \$20,000.00	1-2 years
• Courier Services	\$100,000 to \$500,000	1-2 years
• Survey and data collections services	\$1,000.00 to \$5,000,000	3-4 years
• Educational Support	\$1,000.00 to \$5,000.00	1-2 years
• Interpreting Services	\$1,000.00 to \$5,000.00	2-3 years
• Mental Health Services	\$50,000.00 to \$200,000.00	3-5 years
• Annual Conferences	\$50,000.00 to \$100,000.00	Annual



MBE/SBR/VSBE Liaisons

MBE Liaison

Debra Cogan
Procurement Supervisor
410-379-9078
Debra.Cogan@Maryland.gov

Procurement Officer/SBR/VSBE Liaison

Dirk Griffin
Chief Procurement Officer
410-379-9073
Dirk.Griffin@maryland.gov

September 14, 2023

www.goMDsmallbiz.maryland.gov

Formal Procurements

\$50,000+ at the state level

Current Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
TBD	Michele Helms	Laboratory Information Management System	N/A	2 nd Qtr FY24
TBD	Wendy Franz	Fire Suppression System Inspection	SBR	2 nd Qtr FY24
TBD	Wendy Franz	Custodial Services – Multiple Locations	SBR	2 nd & 3 rd Qtr FY24

Standard & Pipeline Purchases

- Laboratory Supplies
 - Flares
 - Helicopter Parts
- Radio Parts/Repairs
- Pest Control Services
- Janitorial Services
- Grounds Keeping
 - HVAC
- Police Supplies
 - Porta-Pots
- Diving Equipment
 - Flooring
 - Construction
 - Printing
 - Plumbing
- Electrical Work



**MARYLAND AVIATION
ADMINISTRATION**

September 14, 2023

MBE/SBR/VSBE Liaisons

MBE/SBR/VSBE Liaisons

Keith Scroggins
Director, Office of Diversity, Equity & Inclusion
410-859-7009
kscroggins@bwairport.com

Procurement Officer

Monica Queen
Procurement Manager
410-859-7004
mqueen6@bwairport.com

Current Procurement Opportunities



Contract Number & Title	Anticipated Advertising Date	Pre-Bid Meeting	Bid/Proposal Due Date Bid Opening Date
MAA-MC-25-004 Common Use Systems/Processing Systems Maintenance and Repair	September 2023	October 2023	November 2023
MAA-MC-25-005 Inspections, R&M of Portable Fire Extinguishers & Other Non-Water Based Protection Systems at BWI & MTN	October 2023	November 2023	November 2023
MAA-MC-24-008 Janitorial Services Quality Control (QC) and Performance Program at BWI Thurgood Marshall Airport	July 2023	August 2023	September 2023
MAA-MC-25-009 Radio and Communications Equipment Repair and Maintenance at MTN	September 2023	October 2023	November 2023
BWI220025 Portable Toilet Rental and Cleaning at BWI Thurgood Marshall Airport	September 2023	October 2023	November 2023
MAA-MC-25-003 Stream and Wetland Restoration Maintenance Services at BWI	September 2023	October 2023	November 2023
MAA-MC-24-011 Installation and Maintenance of 800 MHz Radio Communications System at BWI	August 2023	August 2023	September 2023
MAA-MC-24-012 Noise and Operations Monitoring System for the MDOT Maryland Aviation Administration	August 2023	August 2023	September 2023
MAA-MC-24-016 Plumbing Repair & Maintenance Services at BWI Thurgood Marshall and Martin State Airports	August 2023	August 2023	September 2023
MAA-MC-23-013 Airport Data and Display Repair and Maintenance at BWI Thurgood Marshall Airport	August 2023	August 2023	September 2023

Contract Number & Title	Anticipated Advertising Date	Pre-Bid Date	Bid Due	Project Class
MAA-CO-24-010 BWI Thurgood Marshall Airport Residential Sound Insulation Program – Phase 1B	August 2023	August 2023	September 2023	TBD
MAA-CO-24-011 MDTA Police Relocation to Bldg. 113 and Terminal Substation	August 2023	August 2023	October 2023	TBD
MAA-CO-24-006 Interior/Exterior Modifications	October 2023	October 2023	November 2023	TBD
MAA-CO-23-013 Glycol Dump Relocation at BWI Thurgood Marshall Airport	August 2023	August 2023	September 2023	TBD
MAA-CO-24-001 Airport Data and Display at BWI Thurgood Marshall Airport	October 2023	October 2023	November 2023	TBD
MAA-CO-24-002 AOA Fence Hardening at BWI Thurgood Marshall Airport	September 2023	September 2023	October 2023	F
MAA-CO-24-003 Electrical Substation ST AB Replacement at BWI Thurgood Marshall Airport	September 2023	September 2023	October 2023	TBD
MAA-CO-24-007 Escalator Rehabilitation at BWI Thurgood Marshall Airport	August 2023	August 2023	September 2023	TBD
MAA-CO-24-008 Elevator Rehabilitation at BWI Thurgood Marshall Airport	August 2023	August 2023	September 2023	TBD
MAA-CO-24-009 Concourse DE Patio Roof Leak Repair at BWI Thurgood Marshall Airport	September 2023	September 2023	October 2023	TBD
MAA-CO-24-012 Martin Runway 15-33 Rehabilitation	July 21, 2023	August 9, 2023	September 6, 2023	TBD
MAA-CO-24-013 Taxiway T Phases 2&3 At BWI	September 2023	September 2023	October 2023	TBD
MAA-CO-24-014 Concourse E BHS//EXOABSUIB At BWI	September 2023	September 2023	October 2023	TBD

Contract Number & Title	Anticipated Advertising Date	Pre-Bid/Proposal Meeting	*Bid/Proposal Due Date **Bid Opening Date	Project Class
MAA-AE-25-001 Comprehensive Professional Services for the Residential Sound Insulation Program at BWI Thurgood Marshall Airport	3rd Quarter of Fiscal Year 2024 (January-March 2024)	TBD	TBD	F
MAA-AE-25-002 Program Management of Architectural & Engineering Design Services at BWI Thurgood Marshall & Martin State (MTN) Airports	3rd Quarter of Fiscal Year 2024 (January-March 2024)	TBD	TBD	G
MAA-SV-21-005 Airport Audit Services at BWI Thurgood Marshall & Martin State (MTN) Airports	3rd Quarter of Fiscal Year 2024 (January-March 2024)	TBD	TBD	B

Mentor Protégé Program

This program was developed to enhance the capabilities of socially and economically disadvantaged businesses within the construction and professional service industries in Maryland. The program focus is on business collaborations between Mentor firms (successful seasoned larger businesses), and Protégé firms (socially and economically disadvantaged businesses certified through MDOT as MBEs), to create synergy by providing:

- Coaching on public/state contracts
- Contract performance
- Developmental assistance
- Business management tips (marketing, planning and financial management)

This program is also designed to improve the performance of MDOT MAA contractors and subcontractors, fostering the establishment of long-term business relationships between these small businesses and prime contractors, increasing the overall number of small businesses that receive MDOT MAA state contract and subcontract awards.

For more information, visit the MAA website: <https://maa.maryland.gov>

MBE/SBR/VSBE Liaisons



MBE/VSBE Liaison

Donna Davis
MBE Liaison

410-385-4556

ddavis5@marylandports.com

Procurement Officer/SBR Liaison

Trisha O'Neal

Deputy Manager of Procurement

410-385-4849

toneal3@marylandports.com

September 14, 2023

www.goMDsmallbiz.maryland.gov

Formal Procurements

\$50,000+ at the state level

Current Opportunities

Contract Number & Title	Estimated Advertisement Date	Estimated Value	Category of Work	MBE/VSBE Goal	SBR Designated (Yes/No)	Procurement Officer Contact Information
224006-S Shuttle Bus Services at Cruise Terminal	Fall 2023	\$200,000 NTE	Services	TBD	Yes	Tara Dowell tdowell@marylandports.com
TBD - Janitorial Services at Cruise Terminal	Winter 2023	\$200,000 NTE	Services	TBD	Yes	Tara Dowell tdowell@marylandports.com
224008-IT Staff Augmentation Services (up to 13 resources)	Winter 2023	\$13,000,000 NTE	Services	TBD	Yes	Trisha O'Neal toneal3@marylandports.com
224015-IT Architect (one resource)	Fall 2023	\$1,000,000-\$2,000,000	IT Services	0% MBE/0% VSBE	Yes	Margie Koppelman mkoppelman1@marylandports.com
521020 Tidal Gates at Dundalk Marine Terminal	Fall 2023	\$5,000,000 - \$7,000,000	Construction	25% DBE/0% VSBE	No (Federal funds)	Mark Riesett mriesett@marylandports.com
224010-IT Database Management Support (2 resources)	Fall 2023	\$2,000,000 NTE	IT Services	0% MBE/0% VSBE	N	Margie Koppelman mkoppelman1@marylandports.com

Standard & Pipeline Purchases

- IT Supplies
 - Desktops, Laptops, CCTV cameras, etc.
- IT Services
 - IT Resources
 - CCTV Camera Installation
 - Cable & Wiring Installation
 - Assessments
 - Cyber Security
- Services
 - Janitorial, Shuttle Bus Services, Security Guard Services, Building Maintenance, Elevator Maintenance, Landscaping Services
- Construction
 - Marine & Waterfront Construction, Agency-Wide Specific (Paving, Substructure, Facility Improvements)
- Architectural/Engineering
 - Miscellaneous Engineering Services
 - Environmental Engineering Consultant Services
 - Diving Services
 - Dredging & Coastal Engineering Consultant Services



MARYLAND DEPARTMENT
OF TRANSPORTATION

STATE HIGHWAY
ADMINISTRATION

September 14, 2023

MBE/SBR/VSBE Liaisons

MBE/SBR/VSBE Liaisons

Wanda Dade
MBE/VSBE Liaison
Director, Office of Equal Opportunity
(410) 545-0327
wdade@mdot.maryland.gov

Kerrie Koopman
SBR Liaison
Deputy Director, Office of Procurement and Contract Management
(240) 343-0002
kkoopman@mdot.maryland.gov

Procurement Officer

Jada Wright
Director, Office of Procurement and Contract Management
(410) 545-0330
jwright18@mdot.maryland.gov

Division Chief

Joseph Johnson
410-545-5711
jjohnson36@mdot.maryland.gov

Formal Procurements

\$50,000+ at the state level

Current Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
BPM039548	Dan Jeffers	GB24OHDOR – Overhead Doors & Entrance Door Repairs Located in Anne Arundel County	SBR	09/14/2023
BPM039460	Dan Jeffers	LP23PLUMB – On-Call Plumbing Services at MDOT SHA Locations in Charles County	0.0% State Funded	09/15/2023
BPM039418	Lakisha Stewart	AA2775229 – Glen Burnie Maintenance Facility - HVAC Renovation Facilities Improvement	12% MBE State Funded	09/28/2023
BPM039523	Colleen Robinson	4261241426 – Application of Herbicide Solutions at Various Locations in the Churchville Shop Area in Harford County	0.0% State Funded	09/28/2023
BPM039524	Colleen Robinson	499D71425 – Providing Maintenance of Traffic at Various Locations in Carroll, Frederick, and Howard Counties	10% MBE State Funded	09/28/2023
BPM039525	Dorothy Antlitz	4291721427 – Brush and Tree Trimming and Stump Removal at Various Locations in Queen Anne's County	0.0% State Funded	09/28/2023
BPM039526	Dorothy Antlitz	479D51426 – Installation of Thermoplastic Pavement Markings at Various Locations in Anne Arundel, Calvert, Charles, and St. Mary's	4% MBE State Funded	09/28/2023
BPM039459	Flo Jordan	Winter Equipment for State Highway Administration – Project Info	0.0% State Funded	11/01/2023

Standard & Pipeline Purchases

- Small procurements: hand tools, heavy equipment replacement parts, safety shoes, portable toilet rental, janitorial services, armed/unarmed security, landscaping, pest control, elevator and HVAC maintenance/repair
- Architectural and engineering (A/E) consultant services
- Construction
 - Bridge rehabilitation/replacement
 - Cleaning/painting bridges
 - Roadway paving/patching
 - Interchange construction
 - Bicycle/pedestrian routes
 - Architectural and engineering (A/E) consultant services
 - Street/traffic light installation, maintenance, and repair

Small Procurements Opportunities

Procurement Opportunities Under \$50k.

- Mowing/Landscape
- Park N Ride Mowing & Litter
- Electrical Services
- Plumbing
- HVAC
- Janitorial Services
- On Call Hand Mowing Services
- Overhead Door Maintenance Service
- Pest Control Services
- Snow Removal
- Generator Maintenance
- Elevator Maintenance





Maryland
Transportation
Authority

MBE/SBR/VSBE Liaisons

MBE/SBR/VSBE Liaison

Tia Rattini
Director of Civil Rights & Fair Practices
410-537-1025
trattini@mdta.state.md.us

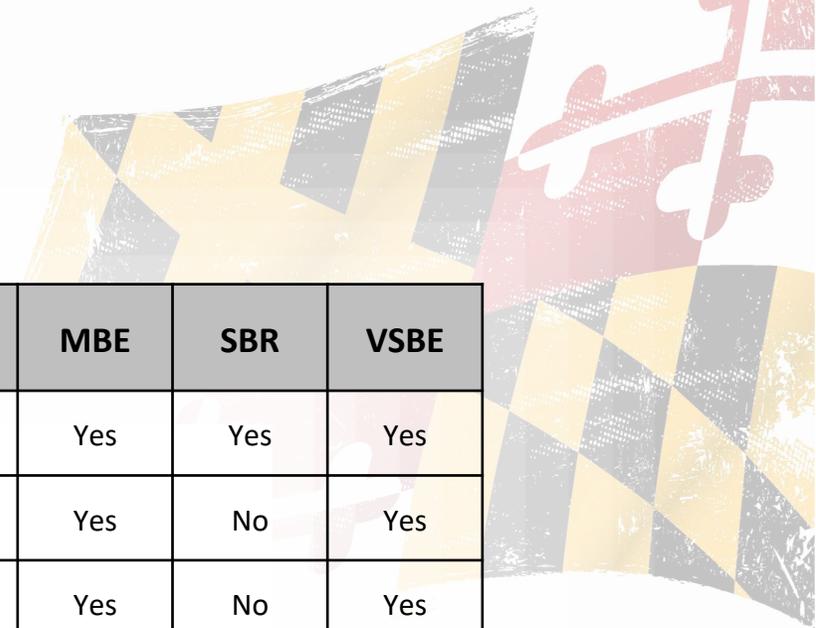
Division of Procurement

Donna DiCerbo
Director of Procurement
410-537-7814
ddicerbo@mdta.state.md.us

September 14, 2023

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Formal Procurements

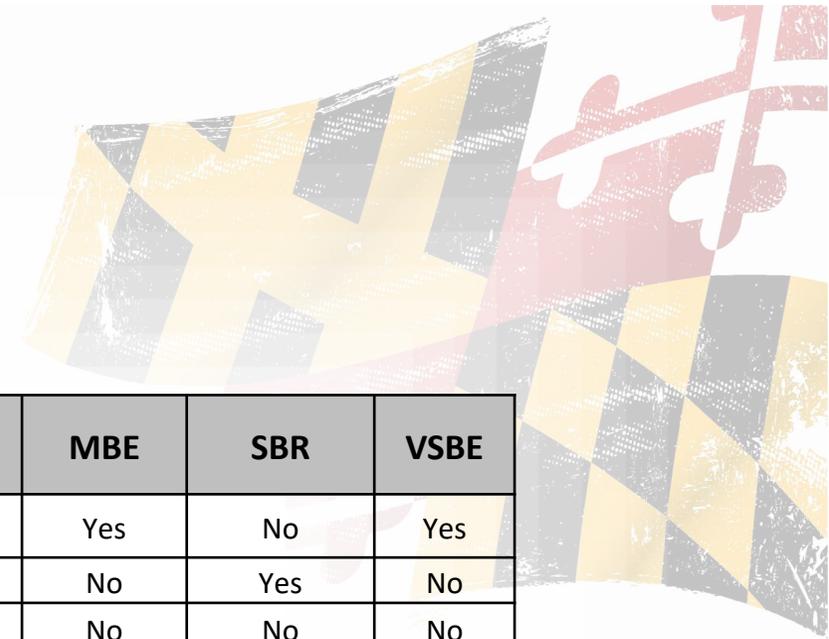


Contract No.	Construction Project Description	Anticipated Advertisement Date	MBE	SBR	VSBE
KB-3007-0000R	Police Headquarters Building Envelope Renovations	Spring 2023	Yes	Yes	Yes
KB-3005-0000	I-695 Subgrade Improvements at Bear Creek	Spring 2023	Yes	No	Yes
HT-3018-0000	Resurfacing North and South of BHT	Spring 2023	Yes	No	Yes
KH-3040-0000	MD 24 NB Auxiliary Lane - MD 924 through Singer Road Intersection	Spring 2023	Yes	No	Yes
MR-3030-0000	Environmental On-Call Phase IV	Spring 2023	Yes	No	Yes
MA-3017-0000	Radio Rebroadcast and Radiax in BHT & FMT	Summer 2023	Yes	No	Yes
HB-3001-0000	Cleaning and Painting of the Hatem Bridge	Summer 2023	Yes	TBD	TBD
KH-3020-0000	I-95 ETL NBE - MD 24 to Bynum Run	Summer 2023	TBD	TBD	TBD
MR-3020-0000	On-Call Facility/Building Repairs	Summer 2023	TBD	TBD	TBD
HT-3014-0000	I-895 All-Electronic Tolling Conversion – Design/Build	Summer 2023	Yes	No	Yes
MA-3018-0000R	Drainage Rehabilitation - Phase III - Outfalls	Summer 2023	TBD	TBD	TBD
FT-3020-000R	Area-Wide Rehabilitation of FMT Lighting	Winter 2023	TBD	TBD	TBD

A/E Procurements

Contract No.	A&E Project Description	Anticipated Advertisement Date	MBE	SBR	VSBE
2019-02 B	SBR Comprehensive Building and Facility Engineering and Consulting Services	Fall 2023	Yes	Yes	Yes
2022-01 A	Comprehensive Project Planning and Miscellaneous Consultant Services (Federal DBE)	Summer 2023	No	No	No
2022-02 B	SBR Construction Management and Inspection (CMI) Services	Summer 2023	Yes	Yes	Yes
2022-03 A	Comprehensive Traffic Engineering Services	Summer 2023	TBD	TBD	TBD
2022-01 B	SBR Comprehensive Project Planning and Miscellaneous Consultant Services	Summer 2023	No	Yes	No
2022-04 A	Comprehensive Operational Asset Management & Support Services	Summer 2023	Yes	No	Yes
2022-05 A	Asset Management Program Support Services	Summer 2023	TBD	TBD	TBD
2022-04 B	SBR Comprehensive Operational Asset Management & Support Services	Fall 2023	TBD	TBD	TBD

Services, Maintenance and IT Procurements and Commodities



Contract No.	Services and Maintenance - Project Description	Anticipated Advertisement Date	MBE	SBR	VSBE
SV-3109-0000	Debt Collection Services for Out of State Tolls and Violations RFP	Summer 2023	Yes	No	Yes
MT-00210792	Janitorial Services – White Marsh	Summer 2023	No	Yes	No
MT-3138-0000	Generator Maintenance	Spring 2023	No	No	No
Contract No.	IT-Project Description	Anticipated Advertisement Date	MBE	SBR	VSBE
J01P46000002	HP Synergy Servers	Summer 2023	N/A	Yes	N/A
TBD	Adobe Licenses Maintenance	Summer 2023	N/A	No	N/A
Contract No.	Commodities-Project Description	Anticipated Advertisement Date	MBE	SBR	VSBE
TBD	In-Car Digital Video and Bodycam Request For Information	Fall 2023	N/A	No	N/A

MBE/SBR/VSBE Liaisons

MBE Liaison

Ruth General
M/DBE Manager Equal Opportunity & Compliance
410-767-0546
RGeneral@mdot.maryland.gov

SBR/VSBE Liaison

Christopher Tomlinson
Contracts Manager
410-767-3353
CTomlinson@mdot.maryland.gov

Deputy Director of Procurement
Cheryl Butler-Moore, MS, CPCM, ITIL
**Compliance Officer for Equal Opportunity &
Compliance Programs**
Michael Zimmer

September 14, 2023



Formal Procurements

\$50,000+ at the state level

Current Opportunities

Contract #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
AGY-23-047-SR	Tammy Russell	Third Party Administrator Services for Transit Liability Claims	MBE & VSBE	TBD
MRC-23-022-MT	Sharon Curtis	MARC IV Truck Overhaul		9/22/2023
T-1994-0250	Christie Williams	Owings Mills Metro Park N Ride Rehabilitation	MBE	11/27/2023

Standard & Pipeline Purchases

- Replacement Mobility Vehicles & Ancillary Equipment
- Removing & Recycling Used Oil
- Aerial Lift Maintenance Truck Rental
- Metro Signaling & Fleet Replacement
- MARC Locomotive Overhaul
- Transit Liability Claims Administrator
- Commuter Bus Services
- Transcription/Court Reporting Services
- Bus Fleet Fluid Analysis
- Rail Stations Snow & Ice Removal
- Bus Recovery and Towing Services
- Bus Graphics Maintenance
- Property Acquisition and Title Services
- Project Planning
- Public Outreach
- On Demand Paratransit Service
- Telecommunications Support
- Tree Trimming
- Plumbing, Electrical, HVAC and General Building Maintenance Services



MARYLAND DEPARTMENT
OF TRANSPORTATION

MOTOR VEHICLE
ADMINISTRATION

September 14, 2023

MBE/SBR/VSBE Liaisons

MBE/SBR/VSBE Liaisons

Michele Kelly
Socioeconomic Manager
410 424-3784

mkelly9@mdot.maryland.gov

Melissia Evans
Compliance Officer
410 768-7940

mevans4@mdot.Maryland.gov

Procurement Officer

Lee Sanchez
Procurement Officer III (Lead)
(410) 768-7184

lsanchez@mdot.Maryland.gov

Standard & Pipeline Purchases

Purchasing Officer (Buyer)	Description	Estimated Value	Fiscal Year
Dominic Edet	Janitorial Services for various Branch Offices	≥\$50,000.00	FY2024
	Landscaping Services for various Branch Offices	≥\$50,000.00	FY2024
Dominic Edet	Unarmed Security Guard Services at MDOT MVA's Headquarters and branch offices	TBD	FY2024
Lee Sanchez	Architect and Engineer A/E	TBD	FY2024
Lee Sanchez	Vehicle Emission Inspection Program	TBD	FY2024
Lee Sanchez	Environmental On-Call	TBD	FY2024
Lee Sanchez	Currency Scanner	TBD	FY2024

Standard & Pipeline Purchases

Procurement Officer	Project Description	Estimated Value	Fiscal Year
Norma Humphries	Nutanix Development	>\$100,000.00	FY24
Norma Humphries	Internet Kiosks- Replace existing Internet Kiosks to accommodate the high volume of customers	>\$100,000.00	FY24
Norma Humphries	MVA Contact Center	>\$100,000.00	FY24
Norma Humphries	NetApp Filer MVANT1 at Kauffman for off-site backups	>\$500,000.00	FY24
Norma Humphries	Desktop B/W Printer Refresh	>\$15,000.00	FY24
Norma Humphries	Kodak Scanners	>\$100,000.00	FY24
Norma Humphries	Intermec Printers for stickers	>\$100,000.00	FY24
Norma Humphries	HP Monitors 22"	>\$100,000.00	FY24
Norma Humphries	Surface Go Tablets (100)	>\$15,000.00	FY24
Norma Humphries	Laptop Refresh	>\$100,000.00	FY24
Norma Humphries	Application Performance Monitoring Tool	>\$100,000.00	FY24
Norma Humphries	Nutanix Production cluster for Customer Connect system	>\$1,000,001.00	FY24

Standard & Pipeline Purchases

Procurement Officer	Project Description	Estimated Value	Fiscal Year
Norma Humphries	Imprivata Virtual Appliances replacement (2) & Support	>\$15,000.00	FY24
Norma Humphries	PBX ACD/GNAV upgrade	>\$100,000.00	FY24
Norma Humphries	AppClarity 1-year Subscription, which provides a single, accurate view of the software installed and active across the enterprise.	>\$15,000.00	FY24
Norma Humphries	Maintenance & Support for HP (Synergy + 3 Par) hardware of Customer Connect system	>\$100,000.00	FY24
Norma Humphries	ManageEngine ADManager and ADAudit Plus Professional Edition annual Subscription	>\$15,000.00	FY24
Norma Humphries	Vormetric -Thales support for storing encryption keys and Encryption licenses and hardware	>\$15,000.00	FY24
Norma Humphries	Vmware Production Support licenses renewal	>\$15,000.00	FY24
Norma Humphries	Commvault licenses maintenance & support	>\$15,000.00	FY24
Norma Humphries	PDQ licenses for Software Patching and Deploy & Inventory	>\$15,000.00	FY24



MBE/SBR/VSBE Liaisons

MBE/SBR/VSBE Liaison

Chanel Franze
Mgr. of Business Diversity and Supplier Inclusion
(410) 704-2048
cfranze@towson.edu

Director of Procurement

Joselyn M. Johnson
Director of Procurement
(410)704-4453
jmjohnson@towson.edu

Please visit our TU Bid Board:

<https://www.towson.edu/procurement/vendors.html>

And eMaryland Marketplace Advantage

<https://emma.maryland.gov/page.aspx/en/usr/login>

www.goMDsmallbiz.maryland.gov

September 14, 2023

Formal Procurements

\$200,000+ Per USM Policy or as determined by the Scope of Work

Current and Future Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designation
TU-2406	Destiny Young	Transcribing Services	N/A
TU-2326	Nina Baxter	T.U.N.E Comp. Grounds Maintenance	SBR
TU-2343	Wendy Childs	Fire Alarm Testing and Inspection	15% MBE Goal
TU-2307	Nina Baxter	Campuswide Elevator Maintenance	10% MBE Goal
TBD	Wendy Childs	On-Call Power washing	TBD
TBD	Joselyn Johnson	MEEC A/V Hardware and Software	N/A

What we buy at Towson University

Common Items purchased:

- Books, apps, subscriptions, catered meals, office supplies
- IT equipment and supplies, IT consulting
- Specialized educational software, laboratory supplies and classroom equipment
- Library materials and subscriptions
- Construction Services and Materials
- Facilities Maintenance
- Utilities Services (Piping, cabling, electrical)

Procurement Card- Under \$5k

Limited competitive opportunities, Purchases are made at Department Level

USM Simplified Acquisition \$5,001.00-\$25,000.00

Limited Competitive Opportunities, Purchases made at the Department Level paid through a Purchase order.

Simplified Acquisitions \$25,000-\$200,000.00

Must be bid out for competition or considered a sole source procurement

Formal Procurements over \$200,000.00

Solicitations are open to the public via eMMA or TU Bid Board

MBE subcontracting and Small Business Reserve opportunities available

www.goMDsmallbiz.maryland.gov



Procurement Contacts

PROCUREMENT AND BUSINESS SERVICES

Anthony Harmon

Office of Business Inclusion & Supplier Diversity

301 405-6055

aharmon4@umd.edu

Send Capabilities Statement to:

Zaneta Purvis

Acting Director, Strategic Sourcing

zpurvis@umd.edu

301-405-3372

Rex N. Fitch, CPCM

Director, Construction and Facilities

rnfitch@umd.edu

301-405-5818

07 June 2023

www.purchase.umd.edu

Formal Procurements

\$50,000+ at the state level

Current Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
BPM039653	Jennifer CRUZ	Van Munching Hall New Classrooms	N/A	05Sep23
BPM038669	Patrick WALSH	Fire Alarm Systems	N/A	14Sep23

Standard & Pipeline Purchases

Unique Things We Buy

Small Procurements & Credit Card Purchases

P-card (\$0 - \$5,000)

- Promotional Items
- Banners
- Bulletin Boards
- White Boards
- Trash Receptacles
- Uniforms & Clothing
- Office Supplies

Small Non-competitive (\$5,000 - \$25,000)

- Automotive Parts
- Scientific Equipment
- Athletic Equipment
- Laboratory Supplies
- Marketing Materials
- Website Design
- Medical Supplies
- Facilities Supplies

Industrial Equipment & Supplies

- Scientific
- Healthcare
- Laboratory
- Testing
- Food Service
- Research
- Animal Care
- Fire Alarm maintenance
- Boiler maintenance

Procurements (>\$25,000)

Facilities Services & Supplies

- Carpet Replacement
- Carpet Cleaning
- Window Washing
- Lawn Maintenance
- Snow Removal
- Facilities Repair
- Duct Cleaning
- Lighting Replacement
- Door Replacement
- Millwork
- Painting
- Moving Services



**UNIVERSITY
OF MARYLAND
GLOBAL CAMPUS**

MBE/SBR Liaison

MBE/SBR Liaison

Pamela Welzenbach
Compliance Manager and MBE/SBR Liaison

301-985-7155

pamela.welzenbach@umgc.edu

Procurement Head

Laura McWeeney, Esq.
AVP, Procurement and Business Affairs

laura.mcweeney@umgc.edu

Procurement Directors

Sharon Barry
Director/Goods and Non-Technical Services

301-985-7156

sharon.barry@umgc.edu

Alicia Klein
Director/IT-Technical Services

301-985-7223

Alicia.Klein@umgc.edu

www.goMDsmallbiz.maryland.gov

September 14, 2023

Formal Procurements

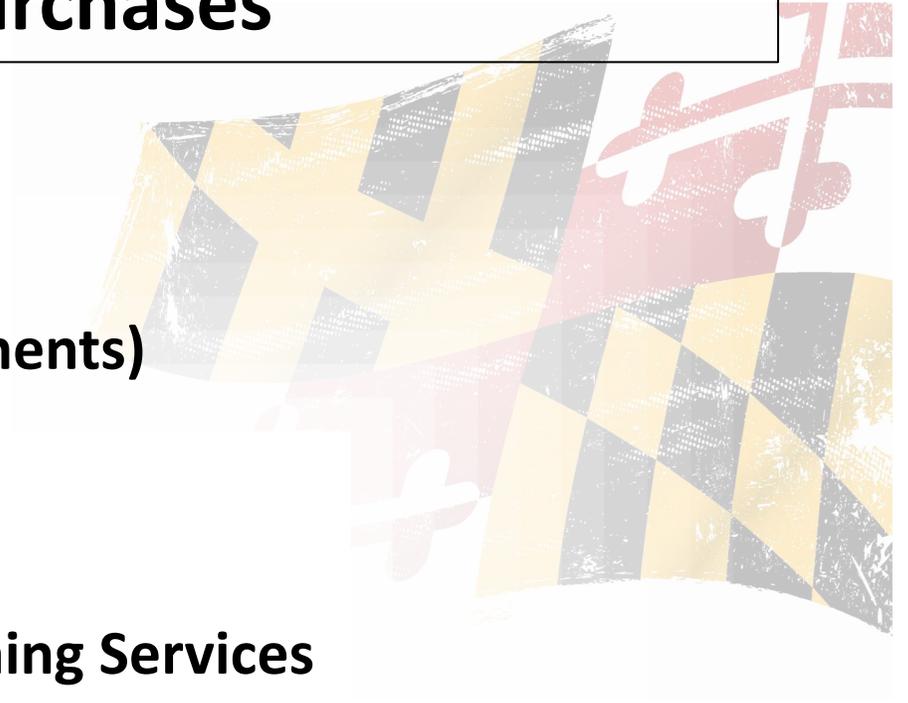
\$50,000+ at the state level

Current Opportunities

Procurement Method	UMGC Division	Description	Estimated Contract Award	Estimated Advertising Date
USM Simplified	Information Technology – Services	Google analytics and consulting support	Less than \$200,000	4 th Quarter (Apr-Jun 2024)
USM Simplified	Information Technology – Services	Software that supports centralized authentication and management of Cloud	Less than \$200,000	2 nd Quarter (Oct-Dec 2023)
Competitive Sealed Proposal	Information Technology – Services	Online educational products and services	\$100,000 to \$500,000	3 rd Quarter (Jan-Mar 2024)
Competitive Sealed Proposal	Goods & Non-Technology Services	Online UMGC gear store	\$500,000 to \$1,000,000	2 nd Quarter (Oct-Dec 2023)
Competitive Sealed Proposal	Goods & Non-Technology Services	Offline and Digital Media Buying Services	\$5,000,000 to \$10,000,000	3 rd Quarter (Jan-Mar 2024)
Competitive Sealed Proposal	Goods & Non-Technology Services	FMLA Administrative Services and Digital	\$100,000 to \$500,000	2 nd Quarter (Oct-Dec 2023)

Standard & Pipeline Purchases

- Promotional Items
- Photography (for various events)
- Flowers (for events, commencements)
- Miscellaneous Printing Services
- Signage
- Shredding Services
- Transcription and Closed Captioning Services
- Catering
- Entertainment (Homecoming DJs, Photo Booths)





MBE/SBR Liaison

MBE & SBR LIAISON

ALTHA WEAVER
AWEAVER@MDSTAD.COM

SENIOR COMPLIANCE OFFICER

LISA JOHNSON
LJOHNSON@MDSTAD.COM

TWITTER: [@MDSTADIUMAUTH](https://twitter.com/MDSTADIUMAUTH)
LINKEDIN: [MARYLAND STADIUM AUTHORITY](https://www.linkedin.com/company/maryland-stadium-authority)

September 14, 2023

www.goMDsmallbiz.maryland.gov

Small Procurements & Credit Card Purchases

MSA Procurement Policies and Procedures can be located on our website.

MSA Website: <https://www.mdstad.com/doing-business/contract-opportunities>

MSA Contractor Sign Up: <https://www.mdstad.com/doing-business/contractor-sign-up>

eMMA: <https://emma.maryland.gov/>

Formal Procurements

\$50,000+ at the state level

Current Opportunities

Procurement Officer: John Samoryk, Vice President of Procurement

Project Site: Camden Yards Sports Complex

- IFB – Pest Control Services (CYSC)
- IFB – On Call Concrete Maintenance and Repair (CYSC) (SBR)
- IFB - On Call Waterproofing and Restoration Consulting Services (CYSC) (5% MBE)
- RFP – Commercial Real Estate Brokerage Services (MSA)
- RFP – HVAC Repairs and Maintenance (CYSC) (5% MBE)

Formal Procurements

\$50,000+ at the state level

Current Opportunities

Procurement Officer: Waite, Senior Procurement Officer

Capital Project Development

- RFP – CX Services - Renovation Projects at M&T Bank Stadium - 3rd Quarter, 2023
- RFP – Preliminary Design Services (AE) - St. Mary's Sports Complex - Phase 2 -4th Quarter, 2023
- RFP –Preliminary Master Planning, Design and Engineering Services - Prince George's County Blue Line - Morgan Boulevard Campus Projects - 1st Quarter, 2024
- RFP– Preliminary Design Services - Prince George's County Blue Line – Library (AE) -2nd Quarter, 2024

M&T Bank Stadium

- Subcontracting Opportunities by Construction Manager (Gilbane) – Multiple Trade Packages over the next year

PROJECT C.O.R.E.

- RFP – Calverton Brewery – 4th Quarter, 2023

Formal Procurements

\$50,000+ at the state level

Current Opportunities

continued

Procurement Officer: Waite, Senior Procurement Officer

21st Century Schools

- Subcontracting Opportunities by Construction Managers – Fall/Winter 2023
- RFP – CM Commodore John Rodgers Elementary/Middle School – 3rd Quarter, 2023
- RFP - TI Commodore John Rodgers Elementary/Middle School – 4th Quarter, 2023

Build to Learn

- RFQ – AE Baltimore Polytechnic Institute/Western High School – 4th Quarter, 2023
- RFQ - CM Baltimore Polytechnic Institute/Western High School – TBD
- RFQ – CM RFP Baltimore Polytechnic Institute/Western High School – 2nd Quarter, 2024
- RFP – CM Baltimore City College High School – 3rd Quarter, 2023
- RFP – AE RFP Baltimore Polytechnic Institute/Western High School – 1st Quarter, 2024

MSA Procurement Contacts

MSA Administration

John Samoryk
Vice President, Procurement
410-223-4147
jsamoryk@mdstad.com

Capital Projects Development Group

Yai Waite
Senior Procurement Officer
410-223-4103
ywaite@mdstad.com

MSA- Ready, Set, GROW!

SEPTEMBER 14, 2023



State Agencies and Procurement Partners

[Maryland Department of General Services](#)

[Maryland Department of Health](#)

[Department of Housing and Community Development](#)

[Maryland Department of Labor](#)

[Maryland Department of Public Safety and](#)

[Correctional Services](#)

[Maryland Department of the Environment](#)

[Maryland Environmental Service](#)

[Maryland Insurance Administration](#)

[Maryland Judiciary](#)

[Maryland Lottery and Gaming](#)

[Maryland State Department of Education](#)

[Maryland State Police](#)

[MDOT - Maryland Aviation Administration](#)

[MDOT - Maryland Port Administration](#)

[MDOT - Maryland State Highway Administration](#)

[MDOT - Maryland Transportation Authority](#)

[MDOT - Maryland Transit Administration](#)

[MDOT - Motor Vehicle Administration](#)

[Towson University](#)

[University of Maryland - College Park](#)

[University of Maryland Global Campus](#)

[Maryland Stadium Authority](#)

[Maryland Department of Human Services](#)

State of Maryland

DISPARITY
STUDY

stateofmddisparitystudy.com



Moving Forward

Mining Public Data Techniques



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Videos & Slide Decks

[eMaryland Marketplace Advantage \(eMMA\)](#)

[Procurement Forecast](#)

[Board of Public Works](#)

[Communicating with Confidence](#)

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- 2 free webinars every month
- No cost to attend
- Register in advance to receive the participation link
- Download the presenter's slide deck
- Access video recordings of all classes on our YouTube playlist

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 **Maryland**
GOVERNOR'S OFFICE OF
SMALL, MINORITY & WOMEN
BUSINESS AFFAIRS
goMDsmallbiz.maryland.gov

T.I.P.S. Webinar Series

**Training & Insights for
Procurement Success**

#goMDsmallbiz

Upcoming T.I.P.S. Webinars

Tuesday

September 26, 2023

10 a.m.

[Subcontracting in Maryland's
Minority Business Enterprise
\(MBE\) Program](#)

Thursday

September 28, 2023

10 a.m.

[Business Financial Literacy](#)

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Webinar

October 6, 2023

10:00 a.m.

**Small Biz Resource
Connections:**

Maryland Health Connection
for Small Business

Workshop

October 10, 2023

10:00 a.m.

**Maryland Women's Small
Business Celebration 2023**

In Honor of
**National Women's Small
Business Month**

VIDEO PLAYLIST

T.I.P.S. Webinar Series Playlist

The screenshot shows a YouTube playlist interface. The main video player displays a thumbnail for 'T.I.P.S. Webinar Series - The Governor's Office of Small, Minority & Women Business Affairs' featuring Nichelle Johnson, MBE Compliance Manager. Below the player, the channel name 'StateMaryland' is shown with 25 videos, 1,104 views, and an update status of 'Updated today'. At the bottom of the player are icons for playlist management and buttons for 'Play all' and 'Shuffle'.

The playlist list on the right contains four items:

- 1** Maryland's MBE Rights & Respons...
StateMaryland • 7 views • 21 hours ago
NICHELLE JOHNSON
MBE COMPLIANCE MANAGER
1:45:47
- 2** The 7 Cs of Good Proposal Writing...
StateMaryland • 1 view • 21 hours ago
TINA PATTERSON, MCR, CP APPM, MCLAB
Principal, Jade Solutions, LLC
1:59:19
- 3** Subcontracting in Maryland's Mind...
2023
StateMaryland • 24 views • 4 weeks ago
KAREN REYES
MBE COMPLIANCE MANAGER
1:26:42
- 4** Strategies for Teaming, Partnering...
StateMaryland • 11 views • 4 weeks ago
Today's Coordinating Team
Francis Gregory
Allen Tevis
Sevon Gordex
Tonie Johnson
Eduardo D. Royden
1:57:33

<https://www.youtube.com/playlist?list=PLlgoHh4Po1J0W63akD6aGAU8JmT0qzOrX>

Resource Partners

**Maryland Department of
Commerce**

<https://commerce.maryland.gov/>

**MDOT – Office of Small and
Minority Business Policy**

<https://www.mdot.maryland.gov/so/pages/index.aspx?pageid=90>

**Maryland Small Business
Development Center (SBDC)**

<https://www.marylandsbdc.org/>

**U.S. Small Business Administration
Baltimore District Office**

<https://www.sba.gov/district/baltimore>
[more](#)



Leave No One Behind



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Thank You!